

Will Kieffer, Account Executive

Will was hired by CSDZ in June 2013 to manage and grow the surety book of business in CSDZ's Salt Lake City office. Previous to his hiring at CSDZ, Will lived in Southern California for six years. He began his training as surety underwriter at Liberty Mutual in 2007, working in their Orange County branch office on large national accounts. He also spent time working in Liberty Mutual's Commercial surety line, working on many of the large home developers and Fortune 1000 companies surety needs.

In 2009, Will moved to International Fidelity Insurance Company (IFIC) to become an Assistant Underwriting Manager in their Los Angeles field office. During his four years at IFIC, he aided the office's growth from a \$3MM premium office to a \$7MM premium office.

Will's experience as an underwriter aids him greatly in working with a variety of contractors, regardless of their size, offering advice on balance sheet management, subcontractor risk management, and surety market relationships.

Will grew up in New York State. He attended Vassar College, graduating in 2007 with a BA in Economics. During his time at Vassar he was a four year starter for the Men's Varsity Basketball Team and served on the Senior Class Council and Student Athletic Advisory Council. He obtained his Associate in Fidelity and Surety Bonding (AFSB) designation in 2009 from the Insurance Institute of America.